

## Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 020149

43

ORIGIN CU-03

INFO OCT-01 EUR-12 ISO-00 USIE-00 /016 R

DRAFTED BY CU/ART::ICARSON:S:SM

APPROVED BY CU/ARTS:GECORIDEN

EUR/SOV:WKUSHLIS (SUBSTANCE)

USIA/IEU:MHOFFMAN (SUBSTANCE)

DESIRED DISTRIBUTION

CU/EE:WPRYCE

----- 052604

O 271912Z JAN 76

FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW IMMEDIATE

AMCONSUL LENINGRAD IMMEDIATE

LIMITED OFFICIAL USE STATE 020149

E.O. 11652: N/A

TAGS:OEXC, UR

SUBJECT: EXCHANGES:CULTURAL PRESENTATIONS (CU/ARTS):

AMERICAN CONSERVATORY THEATRE (ACT)

REF: A) MOSCOW 0913, B) STATE 015006, C) MOSCOW 0604,

D)STATE 082336

1. VISAS SUBMITTED SOVS PRIOR RECEIPT REFTEL A FOR ADVANCE TEAM VISIT FEBRUARY 8-15. MOST DIFFICULT REARRANGE FOR EARLIER ARRIVAL AS (A. SOVS INSIST REQUEST FOR VISA BE SUBMITTED MINIMUM ONE WEEK PRIOR INTENDED DEPARTURE,(B. ACT HAS ADJUSTED ITS SCHEDULE OF MEETINGS TO FIT AROUND FEBRUARY 8-15 DATES.

2. SUPAGIN'S OFFER OF DOLLARS TWO THOUSAND AS ACT PER PERFORMANCE FEE ACCEPTABLE DEPT AS OFFER FALLS WITHIN FEE RANGE OUTLINED REFTEL D. THIS FEE HOWEVER TO BE DIVIDED EQUALLY BETWEEN DOLLARS (1000) AND EQUIVALENT RUBLES WITH LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 020149

FULL AMOUNT PAID DIRECTLY TO EMBASSY.

3. WE REJECT SUPAGIN'S PROPOSAL PAY RUBLES ONE THOUSAND SEVEN HUNDRED PER PERFORMANCE WITH BOARD TO BE PAID ACT FROM THIS AMOUNT. SUPAGIN'S EFFORTS COMPARE MONIES EARNED AND SERVICES RECEIVED BY SOV GROUPS IN U.S. WITH WHAT AMERICAN PAG'S RECEIVE IN SOVIET UNION NOT A VIABLE NEGOTIATING STANCE. INNER WORKINGS OF TWO DIFFICULT SOCIETIES CANNOT BE COMPARED ON AN EQUAL BASIS. SOV GROUPS ARE WORKING IN U.S. THROUGH COMMERCIAL IMPRESARIOS. FOR PURPOSE OF DISCUSSION EMB MIGHT NOTE THAT SOV INDIVIDUAL ARTISTS GET FAR HIGHER FEES THAN DO U.S. AND ALL SOV ATTRACTIONS GET FAR LONGER TOURS. THUS IT IS FRUITLESS FOR GOSK DRAW INVIDIOUS COMPARISONS BETWEEN TWO SEPARATE AND DIFFERENT NEGOTIATING TRACKS. PER PERFORMANCE FEES OF AMERICAN PAG'S AND INCLUDING SERVICES REQUESTED FROM GOSK DO NOT RPT NOT REPRESENT TOTAL COST OF PAG'S TOURS TO SOVIET UNION. GOSK'S PREOCCUPATION WITH COST FIGURES IN ATTEMPT TO ACHIEVE BETTER BARGAINING POSITIONS DILUTES INTENT OF EXCHANGES AGREEMENT; IT IS A TACTIC CALCULATED PUT EMB IN WEAK NEGOTIATING POSITION ONCE DRAWN INTO COMPARATIVE COST FIGURES WHICH NOT RELEVANT TO EACH OTHER. THEREFORE URGE EMB TAKE POSITION THAT DOES NOT ALLOW FOR DIRECT COMPARISON OF COSTS. ANY COST FIGURES WE MAY BE ABLE OBTAIN ON MOSCOW ARTS THEATER AND OTHERS TO BE FURNISHED EMB AS BACKGROUND MATERIAL ONLY AND NOT RPT NOT FOR COMPARISON OF BUDGETS.

4. DEPT NOT PREPARED ASSIST GOSK IN ABSORBING ANY INTERNAL EXPENSES FOR ACT TOUR. ALMA-ATA OR ANY NORTHERN CITY IN THE SOVIET UNION ACCEPTABLE AS THIRD CITY IN FOUR WEEK TOUR OF ACT. ADVISE. KISSINGER

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 JAN 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976STATE020149  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** ICARSON:S:SM  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760031-0244  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t19760116/aaaaaoab.tel  
**Line Count:** 93  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN CU  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 MOSCOW 913, 76 STATE 15006, 76 MOSCOW 604  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** morefirh  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 05 MAY 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <05 MAY 2004 by BoyleJA>; APPROVED <17 MAY 2004 by morefirh>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** EXCHANGES:CULTURAL PRESENTATIONS (CU/ARTS): AMERICAN CONSERVATORY THEATRE (ACT)  
**TAGS:** OEXC, UR  
**To:** MOSCOW LENINGRAD  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006